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FIRST CHICAGO
The First National Bank of Chicago

DIVERSIFIED FINANCE COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
% Cash to Total Non-Subordinated Debt	1	2.83	2.75	1.78	1.51	1.71	2.05	
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.81	5.23	5.19	5.74	5.89	6.34	
Ratio—Total Debt to Tangible Net Worth	3	6.23	6.30	6.10	6.48	6.83	6.98	
% Retail Automobile to Total Receivables	4	18.33	18.17	13.52	12.41	14.42	13.13	
% Other Retail to Total Receivables	5	10.36	12.15	7.96	7.40	9.28	9.64	
% Direct Cash Loans (Real Estate Collateral) to Total Receivables	6	33.36	21.17	18.83	18.85	18.42	19.53	
% Direct Cash Loans (Unsecured or Collateral other than Real Estate) to Total Receivables	7		9.99	9.20	8.56	9.11	9.58	
% Commercial Loans to Total Receivables	8	25.42	25.30	29.25	32.01	28.85	29.39	
% Lease Contract Receivables to Total Receivables	9	8.15	8.92	13.09	11.80	10.92	10.61	
% Wholesale to Total Receivables	10	3.33	3.26	6.74	6.93	7.61	7.19	
% Other Receivables to Total Receivables	11	1.05	1.09	1.41	2.04	1.39	.93	
% Receivables Maturing in 12 Months	12	41.16	38.37	37.20	37.84	38.85	38.36	
% Receivables Maturing over 12 Months	13	58.84	61.63	62.80	62.16	61.15	61.64	
% Cash, Wholesale, Fast Turning Commercial Loans and Instalment Receivables Maturing in 12 Months to Total Non-Subordinated Debt	14	64.03	60.63	57.41	54.78	52.13	51.46	
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash, wholesale, and fast turning commercial loans)	15	33.48	36.25	36.87	37.69	38.44	39.58	
% Bank Borrowings to Total Non-Subordinated Debt	16	2.47	2.76	3.59	3.19	2.94	2.84	
% Open Market Borrowings to Total Non-Subordinated Debt	17	51.42	52.15	49.89	50.44	46.08	44.02	
% Unused Lines to Open Market Borrowings	18	106.98	102.12	109.08	103.82	99.53	99.38	
% Retail Balances with Instalments Delinquent 60 Days or Over (Contractual Basis) to Total Related Receivables	19	1.38	1.65	1.76	1.83	1.41	1.61	

Name of Company Composite Companies

X10212-A

FIRST CHICAGO
The First National Bank of Chicago

DIVERSIFIED FINANCE COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
% Commercial Loan Balances with Instalments Delinquent 60 Days or Over (Contractual Basis) to Total Related Receivables	20		2.59	3.55	3.81	3.32	3.37	
% Direct Cash Loan Balances with Instalments Delinquent 60 Days or Over (Contractual Basis) to Total Related Receivables	21		2.28	3.32	2.34	1.92	2.08	
% Repossessions to Net Worth	22	3.30	3.34	4.11	4.37	4.17	3.79	
% Reserve for Losses to Related Receivables	23	1.82	1.81	1.94	2.22	1.82	1.92	
% Deferred Income to Total Receivables with Charges Included in Face Amount of Notes	24	21.02	21.65	22.01	20.53	19.57	19.87	
% Retail Losses (charge-offs net of recoveries) to Retail Receivables Liquidated	25	1.16	.89	.94	.43	.46	.56	
% Wholesale Losses (charge-offs net of recoveries) to Wholesale Receivables Liquidated	26	.36	.24	.37	.43	.50	.58	
% Commercial Loan Losses (charge-offs net of recoveries) to Commercial Loans Liquidated	27	.92	.72	1.68	1.53	.89	1.00	
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Volume of Business for the Period								
% Retail Automobile	28							
% Other Retail	29							
% Direct Cash Loans	30							
% Commercial Lending	31							
% Wholesale	32							
% Leasing	33							
% Other	34							
	-							
Analysis of Retail Automobile Volume								
% New Car	35	39.78	42.04	39.77	41.87	42.13	40.41	
% Used Car	36	60.22	57.96	60.23	58.13	57.87	59.59	
% New Car Paper Maturing Longer than 36 Months	37	61.84	70.95	73.23	76.20	80.97	80.27	

Name of Company Composite Companies

X10212-B

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FIRST CHICAGO
The First National Bank of Chicago

DIVERSIFIED FINANCE COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
% New Car Paper with Advances over 110% of Dealer's Cost	38	4.62	7.70	8.30	8.22	N/A	N/A	
% Used Car Paper with Advances over 120% of Wholesale Value	39	2.77	2.28	2.85	2.10	N/A	N/A	
Volume for Period (Millions)	40	102,287	130,557	123,434	151,049	170,708	206,683	
Total Outstandings (Millions)	41	67,561	87,245	89,463	98,046	111,763	135,673	
Average Net Receivables (Millions)	42	2,177	2,466	2,640	3,296	3,871	4,251	
% Gross Finance Revenue to Average Net Receivables	43	18.52	19.81	18.85	17.11	18.04	17.37	
% Operating Expenses (excluding Loss Provision) to Average Net Receivables	44	5.58	4.98	5.00	4.37	4.34	4.20	
% Loss Provision to Average Net Receivables	45	1.40	1.08	1.54	1.57	1.58	1.62	
% Interest Expense to Average Net Receivables	46	9.54	11.86	10.33	8.39	9.22	8.20	
% Net Profit from Finance Operations to Average Net Receivables	47	.98	1.16	1.55	1.92	2.18	2.19	
% Consolidated Net Income to Average Net Worth	48	7.25	8.18	11.81	14.29	14.73	14.78	
% Dividends to Consolidated Net Income	49	38.09	41.60	39.69	42.46	38.77	39.12	
% Subordinated Term Debt to Capital Funds	50	34.37	33.73	29.11	28.01	26.52	28.26	
% Preferred Stock to Capital Funds	51	3.82	3.87	3.55	4.45	4.50	3.99	
% Common Stock to Capital Funds	52	6.74	6.99	7.08	7.28	7.58	7.82	
% Capital and Earned Surplus to Capital Funds	53	55.07	55.41	60.26	60.26	61.40	59.93	
% Total Expenses Including Taxes to Gross Finance Revenue	54	97.15	96.11	91.62	91.22	90.05	90.52	
% Interest and Debt Expenses to Average Total Borrowings	55	N/A	12.58	11.29	9.01	11.18	9.88	
Ratio—Times Fixed Charges Earned	56	1.19	1.17	1.26	1.36	1.35	1.37	

Name of Company Composite Companies

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